



Director Marita McCafferty

Dynamite Unit



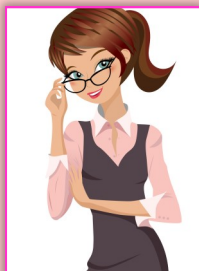
Congratulations Achievers!



Linda Sperring



Dolores Morrone



Maribeth Kelly-Mojica



Allison Kenderdine



Marita McCafferty



Linda, Dolores, Allison & Marita are on-target for the Seminar Consistency Challenge!

On-Target Stars

**4th Quarter ends June 15th **

Name	Contest Amount	Current Won to Date	Needed for Next Star
Allison Kenderdine	\$2,557.50	Ruby	\$442.50
Dolores Morrone	\$2,153.75	Sapphire	\$246.25
Linda Sperring	\$1,802.50	Sapphire	\$597.50
Peggy Smith-Dobbs	\$999.50		\$800.50
LeeAnn Rooney	\$979.50		\$820.50
Jen Hammond	\$659.00		\$1,141.00
Maribeth Kelly-Mojica	\$601.40		\$1,198.60
Deborah Assenmacher	\$562.00		\$1,238.00
Iris Morales	\$468.00		\$1,332.00
Danielle Berkenbaugh	\$404.40		\$1,395.60

Sapphire 1.800 ★ Ruby 2.400 ★ Diamond 3.000 ★ Emerald 3.600 ★ Pearl 4.800

Dynamite Unit

2020 Vision Goals



We can Do This

PIC-COLLAGE

- 300,000 Unit Club
- 10 Stars each Quarter
- Premier Club Unit
- 10 New Unit Members per month
- 3 New Directors
- 10 New Customers for each consultant every month

The Ultimate Unit



Team Leaders

5-7 Team Members



Position Available!

Future Director

8+ Team Members



Position Available!



Position Available!



Linda Sperring



Position Available!



Position Available!



Star Team Builder

3-4 Team Members



Barb Dickson



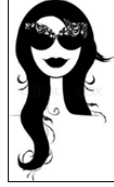
Position Available!



Position Available!



Position Available!



Position Available!

Senior Consultants

1-2 Team Members

Cindy Ervin	Sharon Gayser	Allison Kenderdine	Maribeth Kelly-Mojica	Cathy Larkin
Dolores Moroni	Candida Taylor	Pat Varrone	Position Available!	Position Available!

Dates Ahead

- 5/11...Zoom meeting 7:00pm
- 5/18...Zoom meeting 7:00pm
- 5/31...Last day of the month to place order
- 6/1...Zoom meeting 7:00pm
- 6/8...Zoom meeting 7:00pm
- 6/15...Zoom meeting 7:00pm
- 6/16...Fall PCP enrollment begins
- 6/22...Zoom meeting 7:00pm
- 6/29...Zoom meeting 7:00pm
- 6/30...Last day of the month to place orders. Seminar year ends.

Valerio Area Workshops

TBA

Blue Bell Country Club

Future dates: TBA

Seminar 2020

Event in Dallas cancelled! Stay tuned for more details of a virtual event coming later this summer.

'Love' Checks

9% Commission

Linda Sperring \$196

4% Commission

Maribeth Kelly-Mojica \$16
Candida Taylor \$15
Cindy Ervin \$11
Pat Varrone \$10

(Commissions of \$10 and up)



How do you earn Commission??

- 1-2 active team members = 4%
- 3-4 active team members = 4-8%
- 5+ active team members = 9%
- 5+ team members who place \$225+ w/s ea. in a month & you place \$600 w/s = 13%

Sensational Sellers

Based on Weekly Accomplishment Sheets

Dolores Morroni

Reorder - \$565
Personal web site - \$51
High week - \$368, 145, 52

Special Edition Power Class - To provide beauty consultants with suggestions on how they can maximize their retail selling opportunities with the resources available on InTouch, as well as incorporate the MK eStart option while continuing to work their business full circle. Available at www.marykayintouch.com



POWER CLASS

May Promo Dynamite unit

GET REIMBURSED FOR YOUR
SHIPPING AND WIN
AMAZON GIFT CARD!

\$400 w/s reimburse

your shipping

\$600 w/s shipping plus

company jewelry

\$800 w/s shipping, jewelry

and \$10 Amazon gift card

\$1000 w/s shipping, jewelry

and \$20 Amazon gift card

Shipping reimbursed on

highest wholesale

Cumulative counts

PIC•COLLAGE

START SEEING DOUBLE!



May 2020 Double Great Start:
Independent Beauty Consultant
Team-Building Cash Bonus

Instead of \$50 for each
Great Start-qualified
new personal team
member, you will now
receive \$100.

In order to count for the
Double Team-Building Bonus
in May, Independent Beauty
Consultant Agreements may
be received and accepted by
the Company in February,
March, April or May as long as
the qualifying order is placed
in May 2020.

See InTouch for details.

MARY KAY SEMINAR 2020

**Mary Kay
Seminar 2020
will not be
held in Dallas,
but the party
will go on!**

Published 5/2/20 on
Mary Kay InTouch

Mary Kay Seminar is our Company's flagship event and has been a proud Dallas tradition since 1974. For the last 46 years we have gathered together each summer for this amazing event to celebrate you and all of your many accomplishments. Unfortunately, the coronavirus pandemic has changed many aspects of how we must live and gather and even celebrate.

In early March, the city of Dallas and the state of Texas instituted a ban on large public gatherings to protect public health and safety. With the growing number of COVID-19 cases in the U.S., this ban on large gatherings continues. Therefore, given this truly unique and unprecedented situation beyond Mary Kay's control, it is no longer a possibility to hold Seminar at the convention center this year. With great sadness, we have concluded that the 2020 Mary Kay Seminar will not be held as originally planned.

If you're wondering what's next, all we can say is - we're Mary Kay! We are enlisting the help of a prestigious, cutting-edge production company to create a spectacular virtual Seminar 2020 experience in late summer complete with outstanding education and motivation, world-famous Mary Kay recognition and prize giveaways, and of course, LOTS of other special guests and surprises!

And here's something to get excited about...by registering and attending, you'll be part of the show! You'll be able to send us your questions, answer our polls, and chat and network with each other during the event! It's about connecting with your Mary Kay family, and learning from the best of the best, like never before. Plus, we promise you'll be recognized and celebrated in a **grand** and **history-making** fashion for all the accomplishments you worked so hard to achieve this Seminar year.

We are going to create an over-the-top, unforgettable event that you'll be talking about for years to come. So, we hope you'll agree that this unanticipated setback, will be a setup for something amazing! And, if you've never attended Seminar, this is your chance to experience the Queens, inspiration, crowns and priceless education from Mary Kay superstars in the comfort and safety of your own home.

Thank you for your understanding and support. Stay tuned for more information about dates, registration and other details, and get ready to celebrate together as one big family-- Mary Kay style!

Pink Investors

These consultants invested in product last month!



Allison Kenderdine
Dolores Morrone
Linda Sperring
Maribeth Kelly-Mojica
Danielle Berkenbaugh
Kelly Bennett
Janet Cipoletta
Kathy Frankowski
Deborah Assenmacher
LeeAnn Rooney
Iris Morales

Karen Zimmerman
Karen Walsh
Sherri Bernstein
Elana Sloan
Barbara Dickson
Joan Doyle
Candida Taylor
Peggy Smith-Dobbs
Denise McDevitt
Lisa Chapman
Cindy Ervin



ROCK IT IN RED
CHALLENGE
April 1 to June 30, 2020

Independent Beauty Consultants



Add three or more *Great Start*-qualified* new personal team members between April 1 and June 30, 2020,** and receive:

- A red jacket of your choice at no cost.***
- An invitation to the Prize Party at Seminar 2020.



See InTouch for complete details!



Place a \$600⁺ or more in wholesale orders to earn a monthly jewelry piece from the super chic **You Can Do It!** Challenge Collection by R.J. Graziano. *You Can Do It!*

Seminar Awards 2020



YTD Court of Sales

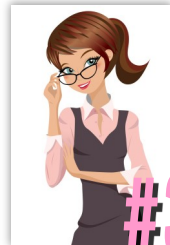
MK: \$40,000 retail * Area: \$20,000 retail



#1



#2



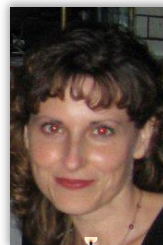
#3

1. Dolores Morrone	\$21,196.00
2. Linda Sperring	\$17,377.00
3. Allison Kenderdine	\$13,923.00
4. Peggy Smith-Dobbs	\$9,319.00
5. Deborah Assenmacher	\$7,731.00
6. Cindy Ervin	\$6,745.00
7. LeeAnn Rooney	\$5,919.00
8. Candida Taylor	\$5,539.00
9. Pat Varrone	\$5,211.00
10. Dawn Patterson	\$4,675.00

July 1, 2019-June 30, 2020

YTD Court of Sharing

MK: 24 Qualified * Area: 10 Qualified



1. Linda Sperring 1Q
2. Cindy Ervin 1Q
3. Allison Kenderdine 1Q



<u>June Birthdays</u>	<u>Day</u>	<u>June Anniversaries</u>	<u>Year</u>
Linda Sperring	10	Gail Hughes	27
Brenda Bowser	27	Sharon Gayser	13
		Margaret Criscuolo	11
		Cindy Ervin	1
		Diva Bell	1
		Kelsey Fonder	1

MAY 2020 LAUNCH

Celebrate PINK!

Pink-powered products that deliver beautiful benefits for your customers, a values-based mission and a life-changing opportunity — there's a lot to celebrate this summer!



FULLY FANNED-OUT FLUTTER

New brush, same fan-favorite *Lash Love*® formula for fully fanned-out, all-around panoramic lashes.

NEW! Limited-Edition[†] *Lash Love Fanorama*™ Mascara in I♥black, \$16

Gently curl lashes with this must-have tool that helps your lash look have instant impact.

NEW! Limited-Edition[†] *Mary Kay*® Eyelash Curler, \$12

PRETTY PHENOMENAL

The lip balm not only change colors, the balm shows how the power of pink can change lives. Available in Pink.

NEW! Limited-Edition[†] *Mary Kay*® Intuitive pH Lip Balm, \$18



GIFT WITH PURCHASE

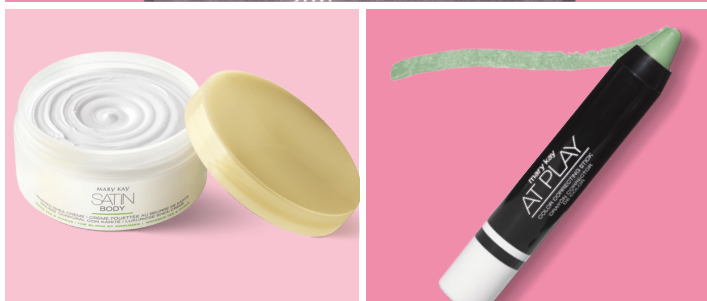
Get a FREE* masking towel with purchase of a *Clear Proof*® Deep-Cleansing Charcoal Mask. The towel is 100% cotton and 100% adorable!

***Clear Proof*® Deep-Cleansing Charcoal Mask, \$24**

BACK AND NOW A PART OF REGULAR LINE

This pampering indulgence is formulated with the goodness of shea butter, mango butter, sunflower oil and apricot kernel oil. It's clinically shown to instantly moisturize skin and keep it moisturized for 24 hours.**

White Tea & Citrus *Satin Body*® Whipped Shea Crème, \$22



Ready. Set. CORRECT!

Use the green stick to neutralize redness fast for a quick confidence boost and a more even-looking complexion.

NEW! Limited-Edition[†] *Mary Kay At Play*® Color Correcting Stick, \$14

Product Spotlight!

OUR MOST PRECISE AND POWERFUL SERUM EVER!

Precise because of its innovative, targeted defense of your triangle of youth. Powerful because of the unique ingredient synergy designed to enhance the serum's visible lifting benefits.

***TimeWise Repair*® *Volu-Firm*® Advanced Lifting Serum, \$70**



BE SUN-SMART!

Special-Edition[†] *Mary Kay*® Sun Care After-Sun Replenishing Gel, \$15

After a day in the sun, enjoy this cooling, refreshing, hydrating gel. Leaves skin feeling soft and silky, never sticky.



Special-Edition[†] *Mary Kay*® Sun Care Subtle Tanning Lotion,† \$18

Build up gorgeous color in about a week. Glides on evenly and absorbs quickly. No streaks!



*Available while supplies last †Available from participating Independent Beauty Consultants only and while supplies last
 ** Based on biophysical testing ‡Does not contain sunscreen and does not protect against the sun

All prices are suggested retail.

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Marita McCafferty
Independent Sales Director
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 Blue Bell, PA 19422

To the Dynamic:



New products available
 May 10th for PCP participants & 3Q Stars;
 May 15th for all consultants!

Twice As Nice

Give yourself a boost for Seminar 2021!

Make May count this year and earn Seminar 2021 additional credit toward:

What you do this month, spills over to next Seminar year

Queens's Court of Sharing

Earn additional credit toward Seminar 2021 with up to six new personal team members who become Great Start-qualified from May 1-31, 2020.

Queens' Courts of Personal Sales

Earn up to \$4,000 additional retail credit toward Seminar 2021 for each \$1 in personal estimated retail production on orders received and accepted by the Company May 1-31, 2020.

Circle of Achievement & Excellence

Independent Sales Directors can earn up to \$40,000 in additional unit retail credit for Seminar 2021 for each \$1 in unit estimated retail production on orders received and accepted by the Company May 1-31, 2020.

See InTouch for details.



JOIN US LIVE
 EVERY WEEK DAY IN MAY!

COMPANY UPDATES, PRODUCT HIGHLIGHTS AND SO MUCH MORE STRAIGHT FROM YOUR MARY KAY FAMILY!

WHEN:

MONDAY - FRIDAY

ENGLISH - 1:00 PM CT • SPANISH - 1:45 PM CT

WHERE:

THE MY MARY KAY CLOSED FACEBOOK GROUP

STARTING FRIDAY, MAY 1

NATHAN MOORE

PRESIDENT, MARY KAY NORTH AMERICA
 ENGLISH - 1:00 PM CT • SPANISH - 1:45 PM CT

DISCOUNTED SHIPPING
 FOR MAY CDS!

MAY 1-31

SHIPPING RATE
 DISCOUNTED FROM:
 MARY KAY

USPS \$6.95 TO \$3.50
 UPS \$10.95 TO \$7.00

Must be active and have a propay account to use the Customer Delivery Service. See InTouch for details.